



**Wisconsin
Credit
Association**

HVAC CREDIT GROUP

Sponsored and Administered by the Business Credit Management Association – Wisconsin Credit Association Unit
Leaders in Administration of Credit Interchange Groups

WILL WE BENEFIT FROM THIS GROUP?

Group members are from like industries in most cases. However most importantly is that members sell to common customers. Companies selling to mutual customers receive benefits from the accounts receivable experience shared. The WI/IL HVAC Credit Group Members are typically *wholesalers and/or distributors of products for consumer, residential and commercial use of*

- Heating & cooling equipment & supplies
- Bathroom fixtures & utensils, hot water heaters
- Plumbing & hydronic heating supplies
- Air conditioning & ventilating equipment
- Industrial supplies
- All other plumbing, heating, air conditioning & ventilation equipment
- Refrigeration products

WHAT ACCOUNTS ARE DISCUSSED IN THIS GROUP AND WHOM WILL I RECEIVE TRADE INFORMATION ABOUT?

Members will discuss credit worthiness and payment habits of subjects of mutual interest in a diverse group of suppliers servicing the industry in Illinois & Wisconsin (mostly). Although other types of subjects will be discussed, this Group's primarily customer base include

- Plumbing, heating & air conditioning contractors, builders, re-modelers & shops
- Government construction projects
- Retail hardware & building supply stores & repair shops

FOR MORE INFORMATION CONTACT

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A FORUM FOR CREDIT PROFESSIONALS

Its purpose to share accounts receivable information that is of common interest to the group members, plus

- ▶ An exchange of *current* factual payment experience shared by creditors selling to mutual customers
- ▶ Peer discussion of industry and credit related topics, concerns, and solutions
- ▶ Customer reports developed for use in *evaluation of customers' trends, payment history and credit worthiness*
- ▶ established network of your peers, priority referencing with confidence
- ▶ Priority 24-7 access to online Internet based group and credit reports for referencing instantaneously your customers' *up-to-date* payment experience
- ▶ Meetings and the exchange of information strictly monitored by an association professional who conscientiously observes and adheres to antitrust laws concerning credit group business

You cannot afford to be left alone in your industry without the assistance a Group provides! Your decisions are an integral part of your company's profitability. Groups have proven themselves to be an effective management tool, a sophisticated and dynamic source for confidential, reliable, and invaluable information to aid in your credit decisions!

Monthly meetings held in the Rockford IL area.